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August 7, 2003

Federal Maritime Commission  
800 North Capitol Street  
Washington DC 20573  
Attn: Hon. Steven R. Blust, Chairman

Re: UPS Application for Exemption

Dear Chairman Blust:

BioMerieux, Inc., supports the petition of UPS for an exemption under Section 16 of the Shipping Act of 1984 for the purpose of offering service contracts to its shippers.

BioMerieux, Inc., is engaged in the manufacture of Medical Diagnostic Products. In our business we ship approximately 140 TEUs of **freight** annually in international ocean commerce. Our freight consists mainly of **full** 40' and 20' containers of products used for "in vitro" diagnostic purposes. Our shipments principally originate in Durham, North Carolina. Our most prominent destinations are **Antwerp**, Liverpool, Tokyo, Sydney, Bangkok and Hong Kong. We have been a UPS shipper for approximately ten years.

It would be beneficial to us if UPS were able to offer service contracts, with confidential rates and enhanced service features customized to our particular needs. While UPS's existing services **often** present the best transportation solution, the ability to negotiate confidential rates for the ocean portion of our freight movements, coupled with UPS's end-to-end air or surface services in the USA, would enable us to get the most value for our shipping expenditures and enhance the specialized value-added features we could offer to our customers. This would allow us more flexibility in selecting suppliers and enable us to provide a more competitive product. This is very important to us in light of intense price and service pressure we face **from** our foreign competitors.

Accordingly, we support the UPS petition, and we request the Commission to grant it.

Sincerely yours:

Name: Donald A. Littlefield

Title: Manager -- Export Services

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